

MARKETING & ADVERTISING WITH TRIBALHUB

Your Point of Contacts

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The Industry Platform for Tribes and Solution Providers to Connect, Grow & Gain Opportunities

Founded as TribalNet in 1999, we leverage 25+ years of industry experience in tribal governments and tribal enterprises to provide a network of connections and resources throughout our four core divisions. Our longest standing division, TribalNet began with the goal to create collaboration between tribes. Over the past two decades, this network grew to include a nationwide community of tribes, vendor partners and industry experts. Building on the platform TribalNet was founded on, TribalHub was born as the overarching organization including TribalNet along with other divisions focused on training, exclusive partner solution offers (TribalValue) as well as consulting and management (TribalFocus).

WHO DO WE REACH?

We currently connect with over 20,000 contacts including titles such as the following at tribal governments, tribal health centers and tribal Gaming/Hospitality entities:

- CIO, IT Director, System Administrator
- CFO, Director of Finance
- Executive Leadership: CEO, COO, GM
- CMO, Marketing Director
- VP of HR, HR Manager
- Purchasing Director and Manager
- Tribal Council Members and Administration
- VP of Hospitality/Hospitality Director
- Director of Food and Beverage
- Compliance Officer
- Gaming Commissioners
- VP of Risk Management
- Manager of Player Development/Gaming Operations Manager
- Director of Health Information Management/ Health Information Manager
- Director of Enrollment/Housing
- Economic Development Director

HOW DO WE REACH THEM?

- Annual Nationwide Conference and Tradeshow
- Regional Events
- Bi-Annual Magazine
- Online Membership Community
- Email Communications
- Social Media on LinkedIn
- Website Traffic
- Webinars
- Online Training Packages
- Podcast

"Events like TribalNet provide an important opportunity to connect, collaborate, share, and inspire so that more success can be accomplished more quickly for the good of all."

- Federal Account Manager, US Public Sector, Civilian Agencies, NetApp



Annual TribalNet Conference & Tradeshow

CONFERENCE STATISTICS BASED OFF THE 2022 EVENT

500+ ATTENDEES W/ 10% ANNUAL GROWTH 160 BOOTHS • 75 SPEAKERS

TribalHub Magazine

Delivers your message to over 15,000 contacts each issue!

Available in print and online.

Social Media

Reaching engaged decision makers from the tribal market by connecting your message with them.

TRIBALHUB ASSOCIATE MEMBERSHIP EXCLUSIVE TOOLS & EXPOSURE OPPORTUNITIES



Now is the time to consider becoming a TribalHub Associate Member! The benefits include discounts on many advertising options, and access to several more ONLY available to our members. PLUS access to our Industry Information Portal. This tool alone will give you instant return on investment. The Portal contains granular data on tribal organizations and enterprises across the country, putting you in touch with the right decision makers and putting you in the know on what technology they are currently using, the number of entities operated by the tribes, and more.

ASSOCIATE MEMBERSHIP

Available to non-profits, native owned companies, and vendor/suppliers working in and with the tribal market.

ANNUAL MEMBERSHIP PRICING

 Non-Profit
 \$1,695

 Native Owned Vendor/Supplier
 \$1,795

 Vendor/Supplier
 \$1,895

BENEFITS	AVAILABLE TO ALL	ASSOCIATE MEMBERS ONLY
Sponsorship Opportunities at TribalHub Events	X	X
Eligible to Participate in TribalNet's Annual Conference & Tradeshow	X	X
Included in an e-blast sent to attendees highlighting the TribalHub Associate Members that are exhibiting at the event and encouraging them to visit your booth!		X
Highlighted Booth Presence with Membership Signage at TribalNet's Annual Conference & Tradeshow		X
Highlighted Listing on TribalNet's Annual Conference & Tradeshow Web Page "Who's Sponsoring/Exhibiting"		Х
Membership Recognition on Badge at TribalNet's Annual Conference & Tradeshow		X
Discounted Advertising in TribalHub's Bi-Annual Magazine		x
Access to TribalHub's Industry Information Portal- contains names of the right decision makers at many tribal casinos, governments and health centers.		X
Highlighted Profile in TribalHub's Industry Information Portal		X
Exclusive Email Blast Opportunity to Purchase		Х
Company's Message included in TribalHub's Quarterly Email		Х
Exclusive TribalHub Social Media Posts, 1x per quarter		Х
Use of TribalHub Proud Associate Member Logo		X
Discounted Prices to Host TribalHub Webinars		X
Receive Monthly Publication "TribalHub Industry Insights Report"		Х
Access to Exclusive Marketing/Advertising Opportunities		х

TRIBALHUB WEBSITE - BANNER AD

TribalHub Website

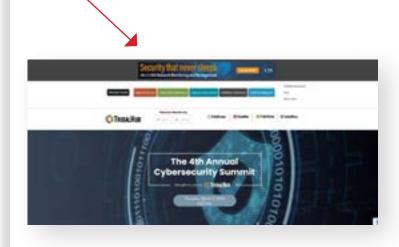
- Avg. # of site visits/month: 2,100
- Avg. # of page views/month: 18,500
- Avg. session time/user: 2:35 minutes
- 85% of traffic to site are new users
- 15% returning users

TribalHub Website Banner Ads

Average CTR: .665%

All website banner ads will receive a CTR report after the end of the run date, if requested.

12 Months: \$1,395 6 Months: \$895 These clickable banner ads are placed above the fold on all 4 divisions of TribalHub and can send visitors to any landing page you request. Change the ad & landing page up to a dozen times in a year.



TRIBALNET CONFERENCE WEBSITE - BILLBOARD BANNER AD

TribalNet Conference Website Analytics

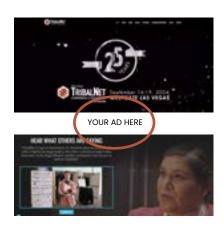
- Avg. # of site visits/month: 1,900
- Avg. # of page views/month: 7,400
- Avg. session time/user: 2:36 minutes
- 90% of traffic to site are new users
- 10% returning users

Billboard Banner Ad

will receive a CTR report after the end of the run date, if regested.

\$1,100/month

This banner ad cannot be missed, it lives on the Conference Home Page and is not in rotation with other ads. Purchase for one month or buy out the entire conference season: July - Sept! Be sure to check what months are available - email Sales@tribalhub.com



TRIBALHUB E-BLAST - BANNER AD

Average Open Rate on Email: 35% Average Click Rate on Email: 10%

- Open Rate of the Email will be provided.
- List of organizations who clicked on your ad will be provided.

4 Banner Ads Available Per Month

12 Pack of Banner Ads: \$7,3008 Pack of Banner Ads: \$4,8004 Pack of Banner Ads: \$2,400

• 1 Banner Ad: \$695

TribalHub routinely sends emails to our market segments and each of those emails has an exclusive banner ad spot for your company's banner ad. Only 1 AD per email available. These are limited and based on first come first serve, contact the Sales Manager to determine if there are emails available.



RETARGETING PACKAGE

\$3,200 - 3 Months

3 recent campaign results are below

- Out of 45,000 impressions: 125 UNIQUE clicks and .41% CTR
- Out of 45,000 impressions: 142 UNIQUE clicks and .38% CRR
- Out of 45,000 impressions: 370 UNIQUE clicks and 1.27% CTR

Our audience becomes your audience!

Receive direct access to TribalHub and TribalNet website visitors and retarget them with your company's ads that showcase your brand anywhere they visit online.

Receive reports that allow you to see your campaign results in real-time, including impressions, clicks, and geographical locations of where your ads are being served.





LinkedIn

• # of followers: 5,300

Avg. impressions/post: 500

• Avg. # of posts/week: 10

Avg. # of shares/month: 50

• Extended network reaches an additional

2,500 views

\$595 per post

Same content will be posted 2 times within a month.

Use our Social Media Worksheet to provide your message for LinkedIn, or send us a video, photo, news link, etc. Once reviewed and approved by our team it will be posted. Content should be relevant to the tribal community and speak directly to our audience.



PODCAST AND VIDEO Q & A

Promoted on Social Media platforms and placed within the TribalHub E-blast sent to TribalHub contacts

Video Q & A added to the TribalHubVimeo account for continuous views

Podcast available for download on PodBean, GooglePlay, Spotify, or Apple Podcasts.

\$995 per podcast or video Q & A



Let TribalHub assist in highlighting your products, services and experience working with tribes. Our team will help prepare the questions, and will conduct the recording. We'll then share it with our audience via social media. You'll get the recording file as well to share with your own contacts.





Must be a paid TribalHub Associate Member topurchase this exclusive email blast.

One Exclusive Email available per month.

The email will be sent 2 times. Once to the entire list of titles/contacts you want to target and the 2nd to all contacts who did not open the first time.

Open Rate: 31%

Click Rate: 8%

Open rate and name of any organization that clicks your ad will be provided within one week after the email was sent.

\$1,495 for TribalHub Associate Members only.



Only available to TribalHub Members (see page #3 for more details)

Choose to send to TribalHub's entire database or target by state, region, titles, department etc. TribalHub will provide you with a worksheet to fill out. You provide the message, image, URL, we will design the email and send it to the right people.



Today we are sharing information from featured TribalHub Associate Vendor Member: Cendyn





Is your casino's booking engine designed to maximize direct bookings?

When it comes to booking engines, not every platform is created equal. After all, not every booking engine is designed with the unique needs of casinos in mind, including the ability to book casino comps or apply special offers to loyalty guests.

With the right solution in place, booking engines can help casino hotels optimize direct bookings, capture as much direct demand as possible, and reduce the burden on call center agents - who will otherwise have to manually book all comps and casino loyalty guests into the system, resulting in longer wait times and eating into overall call center volume.

LEARN MORE



Convert lookers into bookers with Cendyn's booking engine

Optimized for single property, multi-property groups, or large casino brands, Cendyn's powerful merchandising and cross sell opportunities that are designed to increase your direct booking revenue.

REQUEST A DEMO

TRIBALHUB MAGAZINE

Readership & Distribution

Our readership includes technology minded professionals working at and with tribal organizations, health centers, casinos and enterprises nationwide as well as the vendors who provide products and services to this unique market. Released twice a year - Spring & Fall, distributed to over 20,000 contacts via email, online. Your advertisements will be accompanied by articles written by industry leaders and experts, interviews with IT leaders at tribes, casinos, health facilities and enterprises, updates from national, regional, and federal organizations that impact tribes and the decisions being made in technology. Don't miss out!

Spring & Fall: Digital Only

Advertising Options*

Sizes Available:

- 2 Page Spread \$2,995
- Inside Front Cover \$2,300
- Inside Back Cover \$2,300
- Meet Your Vendor \$1,995
- Product Spotlight \$1,995 —
- the content, we design the Ad!

You provide

- Full Page \$1,800
- 1/2 Page \$995
- 1/4 Page \$795

Add-on Social Media Enhancement

Increase exposure by adding on a social media post of your ad with any purchase of a print/digital ad. \$195

Video or GIF Option Available (for Digital Magazine Version Only)

Add an interactive element to your digital ad by including a video or GIF to your design for no extra cost. CLICK HERE to see example video.

Meet Your Vendors Advertorial

Give readers an in-depth look at your company. See the faces of your team and the value you bring specifically to this unique and targeted market.



Product Spotlight Advertorial

Showcase a specific product that is meaningful for this targeted market. In this full-page advertorial, readers see product descriptions, benefits of use, sales contacts and references if applicable.



Webinars

Thank you for your interest in partnering with us to deliver an educational webinar to our audience. Please review the following information.

Cost for non-members: \$1,295 • Cost for TribalHub members: \$1,165.50

Complete the Webinar Application Form found HERE.

NEED TO KNOW:

- Your presentation must be educational in nature, not a sales pitch.
- Presentations should be 45-50 min in length, saving time at the end for closing remarks from the presenters and any

follow-up Q&A.

- The best attended webinars are those with speakers who are currently working at a tribe or tribal enterprise and have benefited from using your product/solution, however, this is not required.
- Attendance is not guaranteed, TribalHub will market your webinar (outlined below) but you are expected to cross promote as well.

NEXT STEPS:

- Complete the Webinar Application Form found <u>HERE</u>, including Speaker(s) Name, Bio, Webinar Title Summary, 2 Learning Objectives, and seed questions for the Q&A portion. **please note that this should all be curated to speak to an audience of technology decision makers and business executives at tribes and tribal enterprises.
- The TribalHub team will review and either approve the above content or return with suggest modifications within 3-5 business days. TribalHub also reserves the right to reject any content that does not align with our overall objectives or strategies.
- Once the application is approved, you will be invoiced \$1,295, payment must be made prior to reserving your date (TribalHub members and TribalValue partners will receive a discount).
- TribalHub will provide a list of available upcoming webinar dates for you to select after payment has been received.

MARKETING EFFORTS:

- TribalHub will complete the following marketing deliverables:
 - » Webinar date, title and registration link included in 2 TribalHub emails that will be sent to those titles noted in your webinar application.
 - » Webinar date, title and registration link shared in 2 social posts (LinkedIn)
 - » Will host a promotional banner ad (created by your company, 728x90) on our TribalHub.com pages for 60 days. This will link to either registration for your webinar or the recording.

Your Company:

- » Agrees to cross market via your own social channels, email blasts, etc.
- » Agrees to create graphics to promote the webinar to be used in marketing efforts on social media and within emails. Sizes and specifications of these graphics will be provided by the TribalHub team upon webinar approval.

DAY OF WEBINAR:

- TribalHub team will host the event via Zoom.
- Your speaker(s) and the TribalHub team will get on the call 15 min prior to start for technical check and prep.
- TribalHub team will remain on the webinar to monitor chat and be available for any complications that may arise.
- · Session will be recorded

EVENT PARTICIPATION

<u>TribalHub Community Symposium - Thurs, January 18, 2024, 9am-1pm Pacific</u> Get a jump start on 2024 at this virtual symposium. What could be better than a few hours of learning and engaging with the

Get a jump start on 2024 at this virtual symposium. What could be better than a few hours of learning and engaging with the largest community of technology-minded professionals from tribes nationwide? Meeting with current and new connections that understand the unique challenges and opportunities tribes and tribal enterprises are facing will be invigorating and inspiring. We invite you to harness this energy as you begin a new year. You'll have the opportunity to chat with tribes from across the country and have dedicated time for attendees to visit your virtual booth and show them how to keep their organization current and moving ahead!

Learn More: https://www.tribalhub.com/2024-tribalhub-community-symposium/

<u> Tribal Cybersecurity Summit - Thurs, March 7, 2024, 8am-3pm Pacific</u>

Connect with decision makers from tribes across the country to learn about the critical roles and responsibilities of Tribal Executives, Tribal Regulators and Tribal Technology Team Members in protecting and preparing your tribe or tribal enterprise from a devastating cyber attack.

This event is invitation only and free for representatives working at tribal organizations and enterprises, however, it is NOT an open free event for everyone. Vendors or anyone outside of that criteria are able to participate through a sponsorship, contact TribalHub for any open options to participate.

Details change often, Learn More: https://www.tribalhub.com/tribal-cybersecurity-summit/

DEADLINE TO REGISTER: 2/15

Regional Tribal Technology Forum - Brought to you by TribalHub

TribalHub Regional Events give attendees the opportunities to connect with peers in their region. These events are invitation-only and free to representatives working at tribal organizations and enterprises (CIOs, CFOs, CEOs, GM). Vendors are only able to participate in these regional events through sponsorships. Details and information may change often, please visit https://www.tribalhub.com/hub-regional-events/

- Northwest May 1-2, 2024, Muckleshoot Casino Resort, Auburn WA
- Southern California May 6-7, 2024, Sycuan Casino Resort, El Cajon, CA
- Midwest May 13-14, 2024, Mystic Lake Casino Hotel, Prior Lake, MN
- Northern California May 21-22, 2024, Cache Creek Casino Resort, Brooks, CA
- Michigan June Date & Location TBD
- Southwest and Central November or December, Location & Date TBD

<u>TribalNet Conference and Tradeshow | Sept 16-19, Westgate Las Vegas</u>

The Annual TribalNet Conference and Tradeshow is an industry MUST ATTEND event for decision makers working in Tribal Gaming, Tribal Government and Tribal Healthcare. Our attendee count is typically about 550, with titles such as CIO, VP of IT, IT Director, IT Manager, Network Administrator, Security Administrator, Systems Administrator, Tribal Council, GM, CFO and other leaders who come from tribes all across the US.

Vendors are able to participate in this event through a Sponsorship, Exhibitor-Only booth or just come as an attendee! If your company is looking to expand your reach or increase your market presence into these Native American industries this is your MUST ATTEND event of the year!

Learn More and Register HERE. (if viewing digitally) https://www.tribalnetconference.com/exhibitors-sponsors/register/

Conference Program:

Increase your visibility at TribalNet with an ad in the conference program: printed and digital.

Full Page: \$995Half Page: \$595

• Inside front or inside back cover: \$1,595

• BACK COVER: \$1,995.

ADS DUE ON: 8/10

Essential Package - A basic package to get you started - add on other items as needed!

- A half page ad in each of the following: Spring Mag, Fall Mag and the TribalNet Conference Program
- One (1) social media enhancement of each half page ad.
- Six (6) months of website banner ads on the TribalHub website
- A 8-pack of TribalHub's E-blast banner ads

COST: \$9,000

The Big 3 Package

Includes a full page ad in the Spring Magazine, Fall Magazine, and the Conference Program.

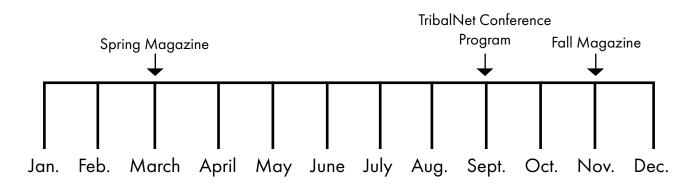
COST: \$4,000

Preferred Advertisers Package

Includes a six-month website banner ad on the TribalHub website, a half-page ad in both the Fall and Spring Magazine issues, and a half-page ad in the Conference Program.

COST: \$3,000

Make a Plan!



Please Fill-Out Your Information Below

	*	TribalHub Annual Associate Membership Choose Op				
Company Name:		Non-Profit - \$1,695				
Contact Name:		Native Owned Vendor/Supplier - \$1,795				
Contact Email:		Vendor/Supplier - \$1,895				
Parties to facility and the second se		TribalHub Magazine (Digital Only)	Spring 2	024	Fall 2024	
Billing Information:		2 Page Spread - \$2,995				
Name:		Inside Front Cover - \$2,300				
Email:		Inside Back Cover - \$2,300				
		Meet Your Vendor - \$1,995				
Full payment must be made within 30 days		Product Spotlight - \$1,995				
of receiving an invoice in order to guarantee space and level of participation. If the deadline is less than 30 days away, payment is due upon receipt of invoice. Late fees of 1.5% charge per 30 days past due. Refunds are not permitted at any time. Upon completion of the registration form, you will receive an invoice to pay by check, credit card, or ACH.		Full Page - \$1,800				
		1/2 Page - \$995				
		1/4 Page - \$795				
		TribalNet Conference Program		Cho	ose Option	
		Back Cover - \$1,995				
		Inside Front Cover - \$1,595				
ACH, check and cash will not incur any additional fees. Effective 1/1/23 AMEX, VISA and MC charges- will incur a 2.9% non-refundable convenience fee.		Inside Back Cover - \$1,595				
		Full Page - \$995				
		1/2 Page - \$595				
I agree to the payment terms above as well as the <u>Privacy Policy</u> and <u>Terms & Conditions</u>		Digital Options				
		TribalHub Website Banner 12 Months - \$1,395				
		6 Months - \$895				
Amount Due:		TribalNet Conference Website Billboard Banner Ad - \$1,100/month. QTY of Months?				
Discounted Amount:	*	Retargeting Package - \$3,200				
*TribalHub Members: Take 10% OFF! (Excludes		Social Media Post - \$595/post. Qty:				
anything with★" ")		Webinar Presenter - \$1,295/webinar (\$1,165.50 for TribalHub members) Qty:				
Total Due:		Podcast \$995				
Signature:		Video Q&A \$995				
Date:	xclusive Email Blast - \$1,495/email Qty:					
		Event Participation - Contacted me with info & pricing. Email Address:				
		TribalHub E-blast - Banner Ad: \$695/ad Qty:				
	Discounted Packages: E-blast - Banner Ad Choose Option					
	12 Pack of Banner Ads: \$7,300					
		8 Pack of Banner Ads: \$4,800				
		4 Pack of Banner Ads: \$2,400				

★ Discounted Packages

The Big 3 - \$4,000

Essential Package - \$9,000

Preferred Advertisers Package - \$3,000

Choose Option

ADVERTISING SPECS & DEADLINES

Digital Magazine Static Ad, GIF & Video Specs

Spring 2024 TribalHub Magazine

Product Spotlight & Meet Your Vendor due: 2/15

Ads due: 3/1

Digital Release Date: 3/20 Submit a Digital Ad

Fall 2024 TribalHub Magazine

Product Spotlight & Meet Your Vendor due: 10/15

Ads due: 11/1

Digital Release Date: 11/20

Submit a Digital Ad

Digital Magazine Static or GIF Ad Specs (RGB color space with 300dpi resolution, no bleed)

• 2 Page Spread: 17" wide x 11" height

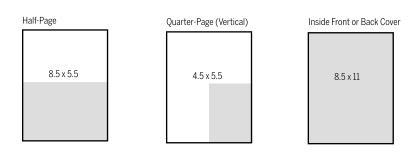
• Full Page: 8.5" wide x 11" height

• Half Page Horizontal: 8.5" wide x 5.5" height

Quarter page Vertical: 4.25" wide x 5.5" height

 Inside Front or Back Cover: 8.5" wide x 11" height





File Creation Guidelines:

Accepted File Types: PDF, TIFF or JPEG

Color: Ads must use RGB color space. Color resolution cannot be guaranteed - please use four color mix and rich black (C:30 M:20 Y:20 K:100) in areas where you will be using black as background.

Image Resolution: Image resolution must be set to 300dpi.

Text Safety Margin: We recommend you keep important text inside the text safety margin, which is a miniumum of 1/4" inch inside the final design. Doing so often produces the most pleasing printed results.

Advertorial: No design work on your end will be necessary for the Product Spotlights, Meet Your Vendors and Making Connections features. You will be asked for information, high resolution images (300 dpi), and approvals but no finished artwork will be required from you.

Digital Magazine Video Specs* (RGB)

• Leave Space in your design for a video thumbnail. Submit a video or video link (recommended size 1920px x 1080px, 24 fps).

Acceptable File Types: Include MP4 files and digital links from Youtube or Vimeo. Please include a thumbnail image. *Videos do not play automatically - they must be clicked on by the reader to play.

^{*}Please contact our in-house graphic designer if you have any questions: Sales@TribalHub.com

ADVERTISING SPECS & DEADLINES CONTINUED

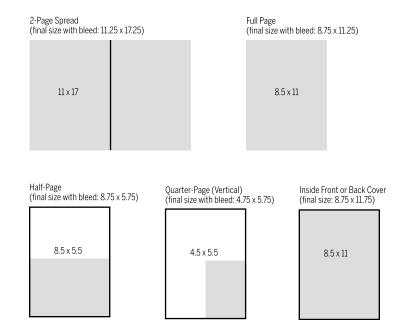
Conference Program Ad Specs

TRIBALNET PROGRAM

Ads due: 8/10

Conference Program Print Ad Specs (CMYK color space with 300dpi resolution)

- 2 Page Spread: 17" wide x 11" height (final size submitted, with bleeds, should be 17.25" x 11.25" inches)
- Full Page: 8.5" wide x 11" height (final size submitted, with bleeds, should be 8.75" x 11.25" inches)
- Half Page Horizontal: 8.5" wide x
 5.5" height (final size submitted, with bleeds, should be 8.75" x 5.75" inches)
- Quarter page Vertical: 4.25" wide x
 5.5" height (final size submitted, with bleeds, should be 4.5" x 5.75" inches)
- Inside Front or Back Cover: 8.5" wide x 11" height (final size submitted, with bleeds, should be 8.75" x 11.25" inches)



File Creation Guidelines:

Accepted File Types: PDF, JPEG or TIFF

Color: Ads must use CMYK color space. Color resolution cannot be guaranteed - please use four color mix and rich black (C:30 M:20 Y:20 K:100) in areas where you will be using black as background.

Image Resolution: Image resolution must be set to 300dpi.

Text Safety Margin: We recommend you keep important text inside the text safety margin, which is a miniumum of 1/4" inch inside the final design. Doing so often produces the most pleasing printed results.

Bleed Area Margin: Background graphics and design elements intended to "bleed" to the edge of your finished size should extend an 1/8" inch past the final design. The full size of this document including bleed area will increase document size by a 1/4" inch (height and width). Any artwork within the bleed area will be trimmed leaving a clean and border-less printed image.

^{*}Please contact our in-house graphic designer if you have any guestions: Sales@TribalHub.com

ADVERTISING SPECS & DEADLINES CONTINUED

Website Banner Ad Specs

TribalNet Conference Website: Billboard Banner Ad

970px wide x 250px tall (RGB color space with 96 dpi resolution)

Acceptable File Types: JPEG, PNG, GIF

TribalHub Website: Banner Ad

728px wide x 90px tall (RGB color space with 96 dpi resolution)

TribalHub Email Blast: Exclusive Banner Ad

800px wide x 100px tall (RGB color space with 96 dpi resolution)

970px wide x 250px tall (RGB color space with 96 dpi resolution)

728px wide x 90px tall (RGB color space with 96 dpi resolution)

970px x 250px

728 x 90px

800px wide x 100px tall (RGB color space with 96 dpi resolution)

800 x 100px

^{*}Please contact our in-house graphic designer if you have any questions: Sales@TribalHub.com